

## Message Text

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15

ORIGIN EUR-25

INFO OCT-01 ISO-00 SSO-00 CCO-00 NSCE-00 EB-11 TRSE-00

CIAE-00 INR-10 NSAE-00 RSC-01 INRE-00 SS-15 NSC-10

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66624

DRAFTED BY:COM:CONNOR

APPROVED BY:S/S-O:JMEALUM

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O R 010324Z OCT 73 ZFF4

FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW IMMEDIATE

INFO COMMERCE

C O N F I D E N T I A L STATE 194605

TOSHU 120

C O R R E C T E D COPY (OMISSION SECOND LINE OF TEXT PARA 1  
ALSO LINE 10 IN SECOND PARA)

E.O. 11652: GDS

TAGS: ETRD, UR, OVIP (SHULTZ, GEORGE P.)

SUBJECT: ALLEGED GM DEAL WITH USSR

REF: WH32425 FROM SHULTZ

AS REQUESTED BY WHITE HOUSE, AM SENDING INFORMATION  
ON GENERAL MOTORS INTEREST IN SECOND TRUCK PLANT,  
LARGER THAN KAMA. GM'S PROPOSAL WAS FORMALLY PRESENTED  
TO SOVIETS BY GNERAL MOTORS OVERSEAS CORPORATION  
PRESIDENT HARLOW GAGE DURING HIS APRIL 9 THROUGH 11  
VISIT TO THE SOVIET UNION. AN OUTGROWTH OF GM'S EARLIER  
GREENFIELD PROPOSAL, THIS PROPOSAL ENVISIONS THE  
LICENSE OF TECHNOLOGY AND SALE OF COMPONENTS NECESSARY  
TO PRODUCE 75 THOUSAND HEAVY TRUCKS PER YEAR. THE TRUCK  
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WILL BE A NEW GM MODEL WITH A GROSS WEIGHT EXCEEDING

15 TONS AND COME EQUIPED WITH A DETROIT DEISEL 8V 71  
ENGINE AND AN ALLISON HT 750 AUTOMATIC TRANSMISSION.

GENERAL MOTORS HAS BEEN MEETING WITH A NUMBER OF SOVIET  
OFFICIALS IN CONJUNCTION WITH THEIR PROPOSALS BOTH IN  
NEW YORK CITY AND MOSCOW. LESLIE SMITH, GM PROJECT  
MANAGER FOR EASTERN EUROPE, AND HIS ASSISTANT, ROBERT  
MALONEY, HAVE BEEN COORDINATING THESE MEETINGS. CONTACTS  
HAVE INCLUDED PRESIDENT BUTKO OF AVTOPROMINPORT, PRESIDENT  
ENGIBAROV OF TRACTOPROEXPORT, PRESIDENT PETROV OF  
AVTOEXPORT, CHAIRMAN GEORGE SHCHUKIN OF THE KAMA RIVER  
PURCHASING COMMISSION, AND MINISTER OF AUTOMOTIVE INDUS-  
TRIES, TERASOV. AT THE MOMENT THE INTEREST OF FORD  
MOTOR COMPANY IN THIS PROJECT IS ON THE BACK BURNER.  
GENERAL MOTORS ON THE OTHER HAND IS PUSHING HARD.

THE OFFICE OF EXPORT CONTROL HAS ADVISED BOTH COMPANIES  
OF THE LIKELIHOOD THE USG WOULD APPROVE THEIR EXPORT  
LICENSE APPLICATIONS WHEN THEY ARE FORMALLY SUBMITTED.  
KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 01 OCT 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** collinp0  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1973STATE194605  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** COM:CONNOR  
**Enclosure:** n/a  
**Executive Order:** RR  
**Errors:** N/A  
**Film Number:** n/a  
**From:** SECSTATE WASHDC  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1973/newtext/t19731057/aaaabpzm.tel  
**Line Count:** 81  
**Locator:** TEXT ON-LINE  
**Office:** ORIGIN EUR  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** n/a  
**Reference:** WH32425 FROM SHULTZ  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** collinp0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 27 SEP 2001  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <27-Sep-2001 by willialc>; APPROVED <19 FEB 2002 by collinp0>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ALLEGED GM DEAL WITH USSR  
**TAGS:** ETRD, OVIP, UR, (SHULTZ, GEORGE P.)  
**To:** MOSCOW COMMERCE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005